



Posted 12/20/2013 JW

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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, January 2, 2014 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AGENDA

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – December 5, 2013
- 3.0 Unfinished Business
 - 3.1 Continued Discussion Regarding CE Reciprocity with Surrounding Jurisdictions
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Benson
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware School of Real Estate
 - 4.2.1.1 Course Title: Guiding Homebuyers – Current Mortgage Programs & Topics
Credit Hours: 3.0
Module: 3
 - 4.2.1.2 Course Title: Delaware Agreement of Sale
Credit Hours: 3.0
Module: 3
 - 4.2.1.3 Course Title: Short Sales, Foreclosures & REO
Credit Hours: 3.0
Module: 6
 - 4.2.1.4 Course Title: Achieving Settlement by Minimizing Obstacles
Credit Hours: 3.0
Module: 7
 - 4.2.1.5 Course Title: Servicing Clients More Effectively
Credit Hours: 3.0

Module: 7

4.2.2 Course Provider: McKissock, LP

4.2.2.1 Course Title: A New Look at Contract Law
Credit Hours: 3.0
Module: 7

4.2.3 Course Provider: Omega Real Estate School

4.2.3.1 Course Title: Don't Let Your Sale Fall Apart
Credit Hours: 3.0
Module: 7

4.2.4 Course Provider: OnCourse Learning Corporation dba Career WebSchool

4.2.4.1 Course Title: Green Home Features
Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: Smart Vent Products, Inc.

4.2.5.1 Course Title: Understanding Foundation Flood Vents and How Compliance Affects Flood Premiums
Credit Hours: 1.0
Module: 7

4.2.6 Course Provider: Sussex County Association of Realtors

4.2.6.1 Course Title: National Issues CFPB & FEMA Changes
Credit Hours: 3.0
Module: 5

4.2.7 Course Provider: The CE Shop, Inc.

4.2.7.1 Course Title: Delaware Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.3 Review of Instructor Applications

4.3.1 Marybeth Cashman

Continuing Education: Module 3; Continuing Education Module 7 – Financing

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

4.3.2 Barbara Brodoway

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.3 Nancy Law

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules

1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.4 Charles Martin

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4; Continuing Education Module 6

Pre-Licensing Course: Real Estate Sales

4.3.5 Anne Menaguale

Continuing Education: Continuing Education Module 7 – Property Management

4.3.6 Janet Patrick

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 3; Continuing Education Module 6; Continuing Education Module 7 – Achieving Settlement by Minimizing Obstacles; Servicing Clients More Effectively; Building a Real Estate Business

4.3.7 Gerald Proffitt

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.8 Jonathan Taylor

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate –

Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.9 Cynthia Thurman

Continuing Education: Module 3; Continuing Education Module 7 – Financing

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

4.3.10 William Ward

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.11 Rosalind Williams

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

4.3.12 Phyllis Wilson

Continuing Education: Module 3; Continuing Education Module 7 – Financing

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

4.4 Review of Student Requests for Approval of Continuing Education

4.4.1 Student Name: Joseph Maggio
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

4.4.2 Student Name: Judy Mangini
Course Title: New Licensed Salesperson Module 4
Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0
Requesting Approval for Module: 7

4.4.3 Student Name: Paula Rineer
Course Title: Understanding the Agreement of Sale
Course Provider: Ward & Taylor
Credit Hours: 3.0
Requesting Approval for Module: 7

4.4.4 Student Name: William Ulmer
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

4.4.5 Student Name: Mary Whitaker
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

4.5 Election of Officers

4.6 Review Request for Reconsideration of Course Approval for Quirks in Real Estate (Course was approved for Module 6 Only – Originally Requested Approval for Modules 3 or 6) from the Delaware School of Real Estate

5.0 Correspondence

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – February 6, 2014 at 9:30 a.m.

8.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.